

# **MIDWEST ASSOCIATION OF RAIL SHIPPERS**

**WINTER MEETING, JANUARY 11 & 12, 2012  
MARRIOTT'S OAK BROOK HILLS, RESORT  
OAK BROOK, IL**

## **CHANGING LANDSCAPE OF THE RAIL INDUSTRY TOPICS AND SPEAKERS**

### **WEDNESDAY JANUARY 11, 2012**

7:00 AM BREAKFAST BUFFET (WINDOWS RESTAURANT)  
AND REGISTRATION (SOUTH FOYER)  
MEETING (COURTS F-J)

8:30 AM OPENING REMARKS, PRESIDENT, MARS RANDY WORTH

### **TOMMOROW'S RAILROAD HERE TODAY**

8:45 AM PRESENTER: PRESIDENT, MARS RANDY WORTH  
KEYNOTE SPEAKER: EVP & CCO, CSX TRANSPORTATION CLARENCE GOODEN

### **DOMESTIC INTERMODAL TRENDS**

9:30 AM PRESENTER: DIRECTOR, BUS DEVELOP. TTS TERMINALS KATHY KNIGHT  
SPEAKER: VP POLICY & COMMUNICATIONS, IANA TOM MALLOY

10:15 AM NETWORKING BREAK (SOUTH FOYER BREAK STATION)

### **THE VALUE OF TRANSLOADING**

10:30 AM MODERATOR: DIRECTOR, SALES, UNION PACIFIC RR GORDON RICHARDS  
SPEAKER: PRESIDENT, WELLSBORO & CORNING RR TOM MYLES  
SPEAKER: VP, CUSTOMER DEVELOPMENT, WSI BILL LINDEKE  
SPEAKER: PRESIDENT & CEO, GREAT LAKES TRANSLOAD CHARLES MARIAS

11:15 AM **THE PROCESS AND BENEFITS OF RAIL PLANNING**  
PRESENTER: SECRETARY, NARS GEORGE MACKO  
SPEAKER: PRESIDENT, PRIME FOCUS, LLC LIBBY OGARD

11:30 AM **NORH AMERICAN RAIL SHIPPERS ASSOCIATION UP DATE**  
SPEAKER: SECRETARY, NARS GEORGE MACKO

### **JOINT LUNCHEON, MARS AND TRAFFIC CLUB OF CHICAGO (MARQUIS)**

12:00 PM PRESENTER: PRESIDENT, MARS RANDY WORTH  
KEYNOTE SPEAKER: CHAIRMAN, STB DANIEL R. ELLOITT III

### **RAIL SUCCESS STORY – THE COLD TRAIN**

1:30 PM MODERATOR: ASSOCIATE, TRANSYSTEMS, CORP JIM GIBLIN  
SPEAKER: PRESIDENT, RAIL LOGISTICS/COLD TRAIN STEVE LAWSON  
SPEAKER: RAILROAD (INVITED)

**LEGISLATIVE UPDATE**

2:15 PM PRESENTER: PRINCIPAL, G D GUSTAFSON CONSULTING GORDON GUSTAFSON  
SPEAKER: PARTNER, CHAMBERS, CONLON & HARTWELL ADAM NORDSTROM

3:00 PM NETWORKING BREAK (SOUTH FOYER BREAK STATION)

3:30 PM **RAILROADING 101 (AMPHITHEATER)**  
**(YOU MUST BE REGISTERED FOR RR 101 SEMINAR TO ATTEND)**

PROGRAM INSTRUCTOR: PRESIDENT, KEP, LLC JOHN SCHMITTER

5:00 PM **RECEPTION (MARQUIS)**

**THURSDAY JANUARY 12, 2012 (COURTS F-J)**

7:00 AM BREAKFAST BUFFET (WINDOWS RESTAURANT)  
AND REGISTRATION (SOUTH FOYER)

8:15 AM OPENING REMARKS, PRESIDENT, MARS RANDY WORTH

**SHORTLINE REPORT**

8:30 AM PRESENTER: DIRECTOR, SALES, CN THOMAS TISA  
SPEAKER: PRESIDENT & CEO, GENNESSEE & WYOMING RR JOHN HELLMAN.

**ECONOMIC OUTLOOK**

9:15 AM PRESENTER: DIRECTOR SALES, CSXT MICHAEL BARTH  
SPEAKER: SR. ECNMST & ECO. ADVSR FED, RES BD, CHGO, WILLIAM STRAUS

**RECIPROCAL SWITCHING CONSIDERATIONS AT STB**

10:15 MODERATER: SENIOR MGR AGRICULTURAL SALES, CSX DAN MURRAY  
SPEAKER: NITL (INVITED)  
SPEAKER: SENIOR VP, ECONOMICS AND POLICY, AAR JOHN GRAY

10:45 AM **RECOVERY OR RECESSION? A WALL STREET VIEW OF RECENT FREIGHT TRENDS**  
PRESENTER: PRESIDENT, MARS RANDY WORTH  
SPEAKER: DIRECTOR, SR. TRNSPRTN ANALYST, WOLFE TRAHAN SCOTT GROUP

**ELECTION OF OFFICERS**

11:30 AM **CLOSING REMARKS AND ADJOURNMENT** RANDY WORTH

11:45 AM **RAILROADING 201 (PRINCE OF WALES ROOM)**  
**(YOU MUST BE REGISTERED FOR RR 201 SEMINAR TO ATTEND)**

PROGRAM INSTRUCTOR: PRESIDENT, KEP, LLC JOHN SCHMITTER

**EXECUTIVE COMMITTEE MEETING**  
(EXECUTIVE COMMITTEE MEMBERS ONLY – WESTMONT ROOM)